

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 05778 131205Z

43

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

----- 120839

R 131130Z NOV 75

FM AMEMBASSY STOCKHOLM

TO USDOC WASHDC

INFO SECSTATE WASHDC 6160

AMEMBASSY COPENHAGEN

AMEMBASSY HELSINKI

AMEMBASSY OSLO

UNCLAS STOCKHOLM 5778

FOR OIM/TRAFTON

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: COMMERCIAL PROGRAM: PROCUREMENT OF TRADE CENTER

EXHIBITIONS

1. WITH HIGHER FEE SCHEDULES FOR PARTICIPANTS IN EXHIBITIONS, STC HAS INCREASINGLY RECEIVED REQUESTS FOR ASSISTANCE FROM SMALL MULTI-ACCOUNT REPRESENTATIVES OF AMERICAN COMPANIES TO ASSIST THEM IN GAINING SUPPORT FROM THEIR PRINCIPALS FOR PARTICIPATION.

2. LEADS TO LOCAL OR EUROPEAN REPRESENTATIVE ORGANIZATIONS FROM OIM HAVE FREQUENTLY IDENTIFIED LOCAL REPRESENTATION WITH A NOTATION THAT PARTICIPATION DECISION IS EITHER LOCALLY DETERMINED OR IS MIXED BETWEEN THE LOCAL REPRESENTATIVE AND THE U.S. PRINCIPAL. THIS "LEAD"FILE APPROACH HAS AT TIMES PROVEN ONLY PARTLY USEFUL.

3. OIM/NORTHERN EUROPE MIGHT WISH TO CONSIDER THE PROCEDURE OF ASKING THE FOLLOWING WHERE A CONTACTED U.S. PRINCIPAL INDICATES THAT THE DECISION RE PARTICIPATION IS MIXED OR OVERSEAS:

A) WILL THE PRINCIPAL PAY PART OR ALL OF THE PARTICIPATION COST? HOW MUCH ?

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STOCKH 05778 131205Z

B) WILL THE PRINCIPAL SUPPORT THE REPRESENTATIVE'S parti-

CIPATION BY SENDING A TECHNICAL REPRESENTATIVE TO MAKE
ONE OR MORE TECHNICAL PRESENTATIONS AT THE EVENT, OR AS AN
ALTERNATIVE, SEND THE AUDIO-VISUAL OR TECHNICAL DATA
SUFFICIENT TO ENABLE THEM TO MAKE SUCH A PRESENTATION?
C) WILL THE PRINCIPAL PROVIDE THE FULL NAMES AND ADDRESSES
OF ALL NORDIC AREA REPRESENTATION OR SOME NOTATION OF THE
PRINCIPAL'S REPFIND OBJECTIVES IN THE REGION?
D) WILL THE PRINCIPAL ENCOURAGE PARTICIPATION BY ONE OR A
COMBINATION OF THEIR REPRESENTATIVES IN THE REGION THROUGH
SOME COOPERATIVE POOLING OF PARTICIPATION COSTS AND/OR
RESOURCES?

4. THE ANSWERS TO SUCH QUESTIONS COULD THEN BE PASSED TO
STC FOR FOLLOW-UP AND, WHERE INDICATED, OTHER NORDIC AREA
POSTS FOR THEIR POSSIBLE RECRUITMENT ASSISTANCE.

5. WOULD APPRECIATE YOUR COMMENTS.
STRAUSZ-HUPE'

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STOCKH05778
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750395-0570
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751148/aaaabrrha.tel
Line Count: 79
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 28 NOV 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 NOV 2003 by ReddocGW>; APPROVED <29 JAN 2004 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL PROGRAM: PROCUREMENT OF TRADE CENTER EXHIBITIONS
TAGS: BEXP, SW
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006